

**RFP # 2014-AACS-01****Accounting, Auditing, and Consulting Services****Round 1****Vendor Questions****10/22/14**

<b>Question ID:</b>	1
<b>Date Question Asked:</b>	10/16/2014
<b>Question:</b>	Developing financial audit procedures for RCOs and MCOs, as well as hospital cost report audits or reviews are functions typically performed by CPA firms. Are bidders required to be CPA firms?
<b>Section Number:</b>	VII.
<b>RFP Page Number:</b>	14
<b>Medicaid Answer:</b>	No, the requirements are defined within the RFP.
<b>Question ID:</b>	2
<b>Date Question Asked:</b>	10/16/2014
<b>Question:</b>	Please confirm proposals are due by 5 p.m. CT on November 14, 2014. There is a discrepancy on page 1 in the instructions to vendors section.
<b>Section Number:</b>	Cover Sheet
<b>RFP Page Number:</b>	1
<b>Medicaid Answer:</b>	As described in Section B. Schedule of Events, proposals are due by 5 P.M., Central Time on November 14, 2014.  The RFP with a revised RFP Coversheet form has been uploaded to the RFP website on October 21, 2014. No other changes have been made to the RFP outside the coversheet.
<b>Question ID:</b>	3
<b>Date Question Asked:</b>	10/17/2014
<b>Question:</b>	Could you confirm the actual due date of this Request for Proposals (RFP)? The RFP itself has two contradicting dates, one states it is due on November 3, 2014 at 5pm CT and the other states it is due on November 14, 2014 at 5pm CT.
<b>Section Number:</b>	Cover Sheet
<b>RFP Page Number:</b>	1
<b>Medicaid Answer:</b>	As described in Section B. Schedule of Events, proposals are

	<p>due by 5 P.M., Central Time on November 14, 2014.</p> <p>The RFP with a revised RFP Coversheet form has been uploaded to the RFP website on October 21, 2014. No other changes have been made to the RFP outside the coversheet.</p>
<b>Question ID:</b>	4
<b>Date Question Asked:</b>	10/17/2014
<b>Question:</b>	There are two due dates in the RFP: the cover page (Nov. 3, 2014) and page three (Nov. 14, 2014). Which one is correct?
<b>Section Number:</b>	Cover Sheet
<b>RFP Page Number:</b>	1
<b>Medicaid Answer:</b>	<p>As described in Section B. Schedule of Events, proposals are due by 5 P.M., Central Time on November 14, 2014.</p> <p>The RFP with a revised RFP Coversheet form has been uploaded to the RFP website on October 21, 2014. No other changes have been made to the RFP outside the coversheet.</p>
<b>Question ID:</b>	5
<b>Date Question Asked:</b>	10/17/014
<b>Question:</b>	Can vendors propose their own hours estimates in the pricing form? For example, can vendors propose additional hours for Staff and Senior staff to conduct the UPL work in Service No. 4 – “Consulting”?
<b>Section Number:</b>	Appendix A – Attachment C
<b>RFP Page Number:</b>	36
<b>Medicaid Answer:</b>	No, the Pricing form has been provided in Appendix A - Attachment C.
<b>Question ID:</b>	6
<b>Date Question Asked:</b>	10/17/2014
<b>Question:</b>	<p>Section II. Background, paragraph 6 reads, “The successful Vendor will be responsible for accumulating the documentation necessary for the State’s compliance with 42 CFR §447.299 reporting and reviewing that data for completeness and reasonableness for submission to the state’s independent auditor. The auditing of the information will be carried out by an independent party.”</p> <p>Will the State please confirm that it requires that the “State’s independent auditor” will not be the same firm that prepares documentation and offers consulting advice relating to DSH, UPL and other such matters?</p>

<b>Section Number:</b>	II.
<b>RFP Page Number:</b>	8
<b>Medicaid Answer:</b>	Medicaid confirms that the awarded Vendor that will prepare documentation and offer consulting services will not be the “State’s independent auditor”.
<b>Question ID:</b>	7
<b>Date Question Asked:</b>	10/17/2014
<b>Question:</b>	Section III, Scope of Work, paragraph 1 - The State references CMS 2552-96. Will the State clarify that the report for the most current years is the CMS 2552-10?
<b>Section Number:</b>	III.
<b>RFP Page Number:</b>	10
<b>Medicaid Answer:</b>	The form 2552-10 was required for all years 2011 and after.
<b>Question ID:</b>	8
<b>Date Question Asked:</b>	10/17/2014
<b>Question:</b>	<p>Section V. Mandatory Requirements, paragraph 2 - The State uses the term “auditing” and requires no less than seven (7) years of continuous experience. However, the Scope of Work and other requirements throughout this RFP do not appear to require an “audit.” Often states and others use the term “audit” in reference to a retrospective analysis or assessment. In such cases, the procuring entity does not contemplate or require GAGAS, AICPA or other such standards applicable to a CPA firm conducting an audit.</p> <p>Will the State please consider modifying this paragraph in order to ensure that a national consulting firm that has decades of experience addressing the full-spectrum of complex Medicaid financial, reporting, rate setting, policy and compliance services would not be precluded from bidding? Perhaps the State’s intent was contract with a firm that has demonstrated proficiency across all of the requirements in the Scope of Work and will assign individuals to this project that possess the specific experience and expertise necessary for the State to realize success?</p>
<b>Section Number:</b>	V.
<b>RFP Page Number:</b>	12
<b>Medicaid Answer:</b>	Medicaid is procuring proposals from Vendors that have experience in providing accounting, auditing, and consulting services. Vendors do not have to be CPA firms in order to respond. An attestation opinion will not be required in the performance of this RFP.

<b>Question ID:</b>	9
<b>Date Question Asked:</b>	10/17/2014
<b>Question:</b>	<p>Section VII. Technical Experience and Staffing - The RFP states, “The Vendor must describe their experience performing the following types of engagements....”</p> <p>Does the State agree that “experience” follows the members of the team and not necessarily the “vendor” or “proposing entity”? To clarify, we are suggesting that a proposing firm may have completed specific tasks in the past but that said firm may no longer employ the individuals possessing the experience required. Conversely, a firm may hire experienced individuals with the specific experience and demonstrated proficiencies that you are seeking, but the proposing entity may not have previously been hired to conduct such work. In short, we believe you are seeking a qualified firm with professional staff possessing the demonstrated ability to address each task specifically outlined and otherwise contemplated in the RFP and that experience of the professionals employed by the proposer would satisfy the requirement that the proposing entity possess such experience. Is this correct?</p>
<b>Section Number:</b>	VII
<b>RFP Page Number:</b>	14
<b>Medicaid Answer:</b>	The Requirements are defined in the RFP.
<b>Question ID:</b>	10
<b>Date Question Asked:</b>	10/17/2014
<b>Question:</b>	<p>Section VII. Technical Experience and Staffing - This section specifies that the vendor describe its experience in certain areas that do not appear to be consistent with the overall intent of the procurement. For example, it asks for the vendor’s experience performing Hospital Cost Report Preparation and Audits and Managed Care Organization (MCO) Audit Engagements.</p> <p>Does the State agree that it will not require an attestation or audit opinion for the work to be performed under this contract? Further, will the State consider other types of experience to suffice for these “audit” experience requirements?</p> <p>As an example, if a firm can demonstrate that it has multiple years of experience in numerous states reviewing and assessing the fiscal and clinical performance of MCOs and their compliance with state and federal requirements, would the State consider that type of experience as consistent with meeting a requirement to have experience with MCO audit engagements?</p>

<b>Section Number:</b>	VII.
<b>RFP Page Number:</b>	14
<b>Medicaid Answer:</b>	As part of this procurement, Medicaid does not require an attestation or audit opinion for the work to be performed.  As described in Section VII, the Vendor must describe their experience performing the listed types of engagement.
<b>Question ID:</b>	11
<b>Date Question Asked:</b>	10/17/2014
<b>Question:</b>	Section VII. Technical Experience and Staffing - This section also specifies that the vendor describe its experience with “DSH Audits,” which does not appear to be consistent with the overall intent of the procurement. Specifically, the RFP states that DSH Audits will be coordinated through a separate contract. Will the State consider removing this technical requirement for this procurement? Alternatively, if a firm can demonstrate that it has significant experience with the preparation of DSH reports that are submitted to a state’s independent DSH auditor, including accumulating the documentation necessary for compliance with applicable federal reporting requirements, will the State consider such experience as fulfilling the “DSH Audit” experience requirement?
<b>Section Number:</b>	VII.
<b>RFP Page Number:</b>	14
<b>Medicaid Answer:</b>	As described in Section VII, the Vendor must describe their experience performing the listed types of engagement.
<b>Question ID:</b>	12
<b>Date Question Asked:</b>	10/17/2014
<b>Question:</b>	Please confirm the budget of the requirement.
<b>Section Number:</b>	N/A
<b>RFP Page Number:</b>	N/A
<b>Medicaid Answer:</b>	The evaluation process is designed to award the contract to the Vendor with the best combination of attributes based upon the RFP requirements and evaluation criteria that constitutes “best value” for Medicaid.
<b>Question ID:</b>	13
<b>Date Question Asked:</b>	10/17/2014
<b>Question:</b>	Is there any incumbent already working, please name if any.
<b>Section Number:</b>	N/A
<b>RFP Page Number:</b>	N/A
<b>Medicaid Answer:</b>	The current Vendor is Myers and Stauffer LC.

<b>Question ID:</b>	14
<b>Date Question Asked:</b>	10/17/2014
<b>Question:</b>	Is this is a multi awared or sigle awarded contract.
<b>Section Number:</b>	N/A
<b>RFP Page Number:</b>	N/A
<b>Medicaid Answer:</b>	Medicaid intends to award the contract to a single Vendor.